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Laventhol & Horwath
Certified Public Accountants

B5050-4

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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SEPTEMBER 1986 COMPARED WITH SEPTEMBER 1985

OCCUPANCIES RISE
THIRD STRAIGHT MONTH

The September occupancy rate was 63.8 percent, measured on a seasonally unadjusted basis. This rate represents a 3.7 percent increase from September of last year, and is the third consecutive monthly increase. Looking at the country on a regional level, the Southeast region showed the largest increase, 11.3 percent, followed by the Northeast region, 9.0 percent. The South Central was the only region to post a decline, 2.5 percent from last September. The year-to-date national occupancy rate stands at 66.1 percent, no change from the first three quarters of 1985.

The average daily price paid for a room during September was $63.79, a 5.1 percent increase from a year ago. This rate of increase exceeds the 1.7 percent growth for all consumer goods and services as measured by the Consumer Price Index. The Northeast region, with a rate of $93.79, continues to have the highest regional average rates. The national room rate year-to-date of $61.71 is 3.7 percent above the comparable 1985 level.

Total sales for the lodging establishments rose 9.7 percent in September, the largest monthly increase this year. Year-to-date total sales are 4.5 percent higher than during 1985.

Food and beverage operations continued to show improvement in September as the number of covers rose 2.9 percent. Total food and beverage sales per occupied increased slightly, as did average receipt per cover. The number of covers served year-to-date is down 0.8 percent from last year.

	Projections	Actual Last Year
November1986	58-60%	59.0%
December1986	48-50%	48.1%
January 1987	55-57%	55.0%

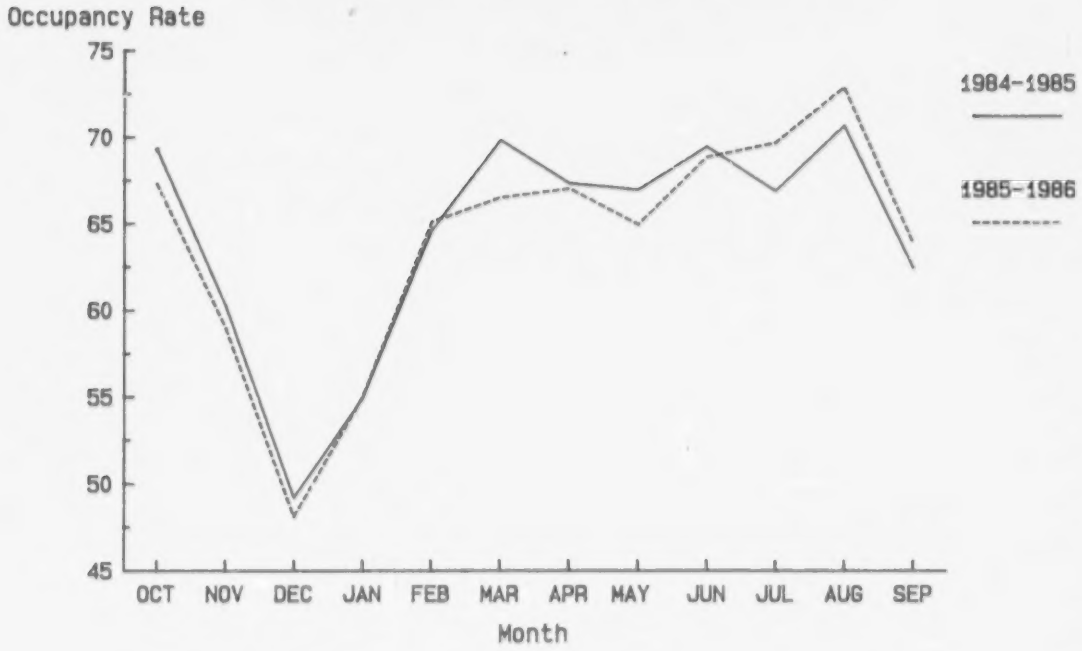
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	63.1%	-5.1%
AFFILIATION:		
Chain	63.8	-5.2
Independent	63.0	-6.0
AREA:		
Northeast	73.4	-5.7
Southeast	67.0	-2.0
North Central	63.1	-2.5
South Central	52.6	0.0
West	65.7	-7.9
LOCATION:		
Center City	65.1	-4.7
Suburban	62.0	-2.1
Highway	59.7	-9.1
Airport	66.8	-4.0
Resort	66.9	-5.1
SIZE:		
Under 150 to 299 rooms	62.2	-3.9
150 to 299 rooms	60.4	-7.9
300 to 600 rooms	64.4	-3.4
Over 600 rooms	70.3	-4.5
TYPE:		
Hotel	65.5	-7.0
Motor Hotel	59.8	-7.1
Economy	60.8	-7.5

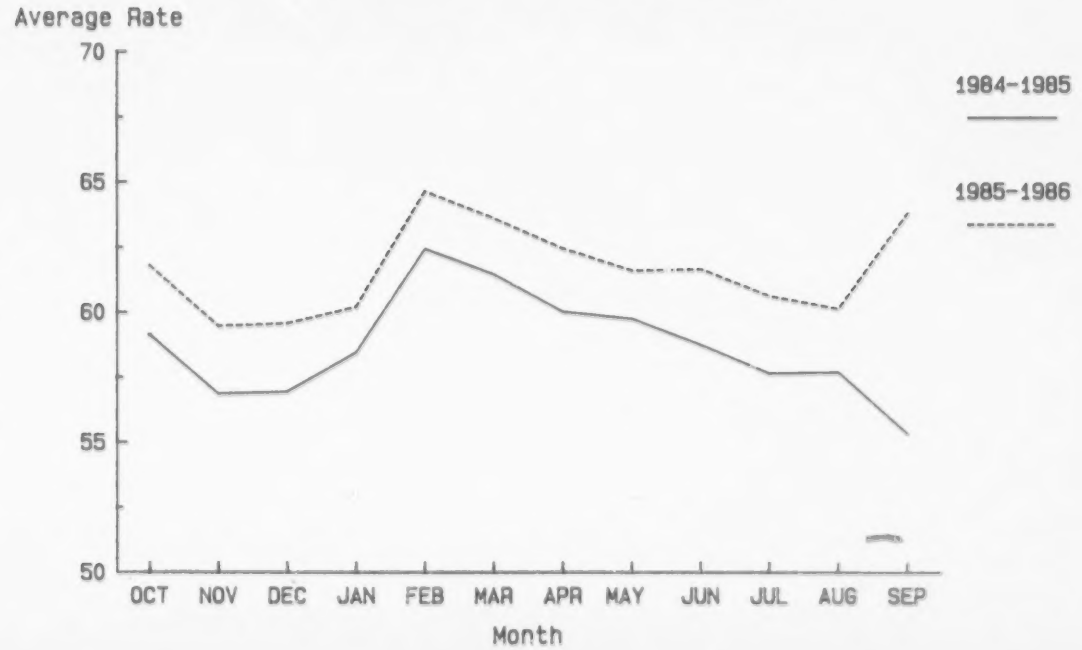
* FROM PREVIOUS MONTH

Mark Lomanno, Associate Director
Bill Evans, Senior Analyst
Research and Development

NATIONAL OCCUPANCY RATE
OCTOBER 1984 - SEPTEMBER 1985
OCTOBER 1985 - SEPTEMBER 1986



NATIONAL AVERAGE ROOM RATE
OCTOBER 1984 - SEPTEMBER 1985
OCTOBER 1985 - SEPTEMBER 1986



TREND REPORT SEPTEMBER 1986 COMPARED WITH SEPTEMBER 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	9.7	10.8	6.3	8.3	63.8	3.7	48.7	2.3	$ 63.79	5.1	$ 94.07	4.1
REGION:												
Northeast	15.4	16.9	10.3	18.9	80.8	9.0	44.8	2.5	$ 93.79	7.2	$131.46	5.8
Southeast	16.6	17.5	14.8	16.5	57.1	11.3	71.6	7.3	56.93	3.7	90.34	2.9
North Central	8.4	9.5	8.0	-0.7	68.8	1.6	36.9	-1.1	54.18	8.2	79.51	7.1
South Central	-2.4	-2.6	-2.1	-0.8	51.2	-2.5	35.5	-12.3	53.10	0.2	80.26	0.4
West	8.1	9.8	1.5	-1.7	69.0	0.4	46.8	2.2	61.47	3.9	89.15	2.2
AFFILIATION:												
Chain	9.8	10.8	6.2	8.9	63.9	3.9	46.1	1.3	$ 62.77	5.0	$ 91.46	4.1
Independent	9.4	10.9	6.7	6.2	63.3	3.6	59.9	6.0	68.74	5.5	106.78	4.2
LOCATION:												
Center City	13.7	15.3	9.3	11.6	67.4	8.2	44.2	0.7	$ 81.26	6.2	$118.45	4.7
Suburban	4.6	5.8	0.8	5.1	62.9	-0.9	38.3	-1.0	53.95	3.1	77.00	2.0
Airport	6.5	6.6	2.0	2.7	66.5	2.3	30.5	0.3	58.46	2.5	86.73	2.5
Highway	2.4	2.6	1.6	2.1	60.1	-0.8	56.7	5.8	42.93	2.5	58.38	2.3
Resort	12.6	15.0	9.3	8.7	59.3	8.6	86.6	2.7	66.37	3.0	111.88	0.9
SIZE:												
UNDER 150 ROOMS	1.2	1.9	-1.4	-7.4	63.3	-2.2	56.3	0.4	$ 42.59	3.0	$ 52.47	2.3
150 - 299 ROOMS	4.0	4.5	1.4	4.3	59.9	-	45.4	5.1	52.77	2.8	77.17	2.3
300 - 600 ROOMS	8.4	11.0	3.2	6.5	63.3	6.0	42.1	-5.4	69.26	2.9	106.76	0.4
OVER 600 ROOMS	19.8	20.9	16.3	14.5	71.5	13.0	55.3	7.4	90.55	5.3	137.55	4.3
TYPE:												
Hotel	11.7	13.4	7.2	10.2	66.3	6.6	44.9	-0.2	$ 75.06	5.0	$115.93	3.4
Motor Hotel	2.5	2.5	2.1	2.1	59.2	-0.3	52.1	5.0	47.74	2.1	64.45	2.1
Economy	7.1	7.9	*	-55.6	64.0	-1.8	68.6	2.4	31.24	4.4	31.44	3.7
All Suites	13.8	17.0	3.0	0.7	61.7	2.7	78.5	23.8	64.37	7.6	81.91	4.5

* INSUFFICIENT RESPONSE

YEAR TO DATE TREND REPORT - AS OF SEPTEMBER 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	4.5	5.2	1.8	4.1	66.1	-	55.6	2.4	$ 61.71	3.7	$ 91.66	3.0
REGION:												
Northeast	8.6	9.8	5.5	8.5	73.7	3.9	43.8	-1.1	$ 87.90	6.2	$126.33	5.1
Southeast	6.5	7.6	3.7	7.6	70.5	3.5	87.9	3.4	62.53	3.0	94.69	2.0
North Central	3.1	4.5	0.1	2.4	63.9	-0.8	42.4	4.4	49.56	5.0	74.29	3.6
South Central	-4.9	-5.0	-4.5	-4.8	55.3	-5.0	41.5	0.5	51.90	-0.2	76.52	-
West	6.5	6.8	2.6	2.0	69.6	-1.1	51.8	0.2	60.58	2.8	90.84	2.4
AFFILIATION:												
Chain	4.3	5.0	1.5	4.2	66.2	-	52.4	1.6	60.53	3.4	88.55	2.8
Independent	5.0	6.2	2.8	3.5	65.7	0.2	68.5	5.5	67.18	5.1	106.06	4.0
LOCATION:												
Center City	6.3	7.1	3.9	5.4	64.6	1.9	46.3	1.5	75.09	4.8	111.56	4.1
Suburban	-1.2	0.3	-5.1	-2.3	63.8	-3.3	45.8	4.3	53.50	2.1	78.17	0.4
Airport	4.4	4.7	-0.9	2.7	68.4	-0.3	34.1	0.3	55.87	2.6	82.06	2.4
Highway	0.9	1.7	-2.4	2.3	65.8	-1.9	62.9	3.8	43.07	2.0	57.96	1.2
Resort	8.2	8.9	6.7	7.4	70.9	3.4	102.7	1.3	74.62	2.9	121.67	2.2
SIZE:												
UNDER 150 ROOMS	1.7	2.2	-1.5	1.4	65.6	-2.1	64.7	4.4	$ 42.52	3.1	$ 53.70	2.5
150 - 299 ROOMS	1.3	2.1	-1.9	1.4	64.2	-1.7	51.3	3.2	54.15	2.8	79.40	2.1
300 - 600 ROOMS	4.1	5.1	2.0	4.2	65.5	0.9	52.8	2.9	68.00	2.8	106.32	1.8
OVER 600 ROOMS	9.5	10.3	6.1	6.8	71.1	4.3	59.1	0.2	85.09	3.6	130.71	2.8
TYPE:												
Hotel	5.7	6.6	2.8	4.9	66.5	1.4	51.3	0.6	72.48	3.8	113.72	3.0
Motor Hotel	-0.2	0.5	-2.9	0.2	65.2	-2.2	61.6	4.9	47.87	2.2	64.63	1.4
Economy	5.6	5.6	4.4	5.6	64.9	-1.7	68.2	6.2	31.32	3.3	32.44	3.3
All Suites	8.7	10.2	4.0	5.4	69.8	3.4	70.4	10.0	72.79	2.7	98.05	1.3

* INSUFFICIENT RESPONSE
\- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF SEPTEMBER 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	4.0	4.7	1.6	4.2	64.1	-0.6	53.5	2.3	$ 61.37	3.8	$ 92.52	3.1
REGION:												
Northeast	6.9	8.2	3.4	8.0	73.3	2.2	43.2	-1.1	$ 88.34	6.2	$128.77	4.9
Southeast	5.9	6.9	3.2	7.0	67.3	2.4	84.5	3.3	61.81	3.2	94.91	2.2
North Central	4.0	5.4	0.9	4.0	61.9	-0.6	41.2	4.3	49.24	5.3	75.70	3.9
South Central	-4.2	-4.5	-3.9	-3.5	54.3	-4.9	40.4	-0.5	52.15	-	77.82	0.3
West	5.8	6.1	2.8	2.3	67.4	-1.0	50.2	1.0	59.72	3.2	90.91	2.9
AFFILIATION:												
Chain	3.8	4.5	1.3	4.3	64.2	-0.8	50.6	1.8	$ 60.39	3.6	$ 89.68	2.9
Independent	4.5	5.4	2.5	4.1	63.4	-	65.5	4.3	66.09	4.8	106.11	3.9
LOCATION:												
Center City	5.6	6.4	3.0	5.6	63.6	1.3	45.3	1.1	$ 75.28	4.8	$113.51	4.0
Suburban	-1.0	0.4	-4.3	-1.1	61.7	-3.7	43.5	3.8	53.11	2.4	79.32	1.0
Airport	4.2	4.4	0.2	4.2	66.7	-0.6	32.9	0.3	55.41	2.8	82.66	2.6
Highway	0.8	1.6	-1.7	0.5	63.2	-2.2	61.0	4.5	42.46	2.1	57.85	1.4
Resort	7.2	7.8	5.9	7.1	67.7	2.3	100.5	1.2	73.53	3.1	121.95	2.5
SIZE:												
UNDER 150 ROOMS	1.3	1.9	-1.5	1.0	63.2	-2.2	62.1	4.2	$ 41.73	3.0	$ 53.39	2.5
150 - 299 ROOMS	1.2	1.9	-1.5	2.0	62.0	-2.4	49.6	3.3	53.51	3.0	79.95	2.3
300 - 600 ROOMS	3.9	4.9	2.0	4.3	63.6	0.3	50.3	2.9	67.33	3.1	106.96	2.2
OVER 600 ROOMS	7.9	8.8	4.8	6.6	69.6	3.1	57.1	-0.3	85.30	3.8	132.11	2.9
TYPE:												
Hotel	5.1	6.1	2.5	5.1	64.9	0.6	49.7	0.8	$ 72.23	4.0	$115.07	3.1
Motor Hotel	-0.2	0.5	-2.6	0.2	62.6	-2.5	58.5	4.3	47.43	2.2	64.89	1.5
Economy	4.2	4.2	4.0	4.4	62.3	-2.2	65.5	4.5	30.92	3.3	31.89	3.3
All Suites	7.2	8.5	3.2	4.9	67.8	2.0	70.3	10.2	71.91	2.8	97.69	1.6

* INSUFFICIENT RESPONSE
\- NO CHANGE

FOOD AND BEVERAGE REPORT - SEPTEMBER 1986 COMPARED WITH SEPTEMBER 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$33.47	$33.17	$10.24	$ 9.85	0.32	0.32	0.22	0.22	47.8	49.3	$ 6.83	$ 6.79	2.9
REGION:													
Northeast	$34.36	$34.18	$12.19	$11.55	0.30	0.30	0.20	0.20	48.9	51.3	$ 8.07	$ 8.09	6.2
Southeast	34.02	33.58	10.67	10.14	0.33	0.35	0.22	0.24	47.2	49.8	7.25	7.16	9.4
North Central	31.18	29.06	8.66	8.44	0.31	0.32	0.22	0.23	42.5	44.7	4.98	5.23	4.4
South Central	29.70	30.20	8.96	8.88	0.33	0.33	0.21	0.21	48.5	49.0	6.32	6.34	-2.7
West	36.41	36.65	10.06	9.77	0.33	0.32	0.22	0.22	50.0	49.4	6.64	6.48	-0.6
AFFILIATION:													
Chain	$30.59	$30.43	$ 9.80	$ 9.45	0.32	0.32	0.21	0.22	47.7	49.6	$ 6.57	$ 6.58	2.7
Independent	50.56	49.10	12.06	11.53	0.33	0.33	0.22	0.22	48.4	48.0	8.13	7.87	3.9
LOCATION:													
Center City	$35.17	$35.10	$11.44	$11.05	0.31	0.30	0.21	0.22	49.6	52.5	$ 7.90	$ 8.07	5.5
Suburban	27.17	26.68	8.08	7.95	0.35	0.35	0.23	0.23	46.5	47.1	5.32	5.32	-0.1
Airport	28.29	28.40	8.95	8.62	0.32	0.33	0.22	0.23	48.8	48.3	6.02	5.93	0.2
Highway	27.34	27.31	8.19	8.14	0.34	0.34	0.22	0.23	42.8	44.0	4.91	4.83	-0.9
Resort	47.30	47.36	11.76	11.12	0.33	0.34	0.21	0.21	46.0	46.0	7.41	7.12	4.9
SIZE:													
UNDER 150 ROOMS	$29.25	$29.15	$ 7.70	$ 7.50	0.36	0.35	0.25	0.24	45.2	44.1	$ 4.73	$ 4.52	-4.3
150 - 299 ROOMS	27.49	26.99	8.09	7.90	0.34	0.35	0.22	0.22	45.9	46.7	5.27	5.21	-1.3
300 - 600 ROOMS	34.93	35.95	10.53	10.32	0.32	0.32	0.23	0.23	49.6	49.8	7.13	7.07	1.6
OVER 600 ROOMS	39.39	38.50	12.78	12 22	0.31	0.31	0.19	0.20	47.7	51.8	8.55	8.93	12.1
TYPE:													
Hotel	$37.09	$36.93	$10.79	$10.35	0.32	0.32	0.21	0.22	47.9	49.7	$ 7.21	$ 7.18	3.5
Motor Hotel	21.95	21.89	7.76	7.58	0.35	0.35	0.23	0.23	45.9	46.1	5.03	4.94	-0.2
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	40.97	38.06	11.96	12.69	0.31	0.34	0.26	0.27	57.4	58.8	10.35	11.26	11.8

* INSUFFICIENT RESPONSE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$33.99	$33.63	$ 9.67	$ 9.32	0.33	0.33	0.22	0.22	47.1	47.1	$ 6.30	$ 6.13	-0.8
REGION:													
Northeast	$35.86	$35.35	$11.46	$11.00	0.31	0.31	0.20	0.20	51.7	52.4	$ 8.25	$ 8.14	3.5
Southeast	33.75	33.83	9.74	9.28	0.33	0.34	0.23	0.23	43.0	42.9	6.01	5.75	0.4
North Central	31.30	30.97	8.28	8.16	0.34	0.34	0.23	0.22	44.7	44.1	5.00	4.89	-0.8
South Central	28.43	28.35	8.47	8.45	0.34	0.34	0.22	0.22	47.3	47.1	5.71	5.74	-3.6
West	39.19	38.58	10.10	9.60	0.33	0.33	0.23	0.22	49.0	48.9	6.46	6.25	-2.4
AFFILIATION:													
Chain	$30.80	$30.63	$ 9.30	$ 9.01	0.32	0.33	0.22	0.22	47.3	47.2	$ 6.13	$ 6.00	-0.6
Independent	51.31	49.77	11.05	10.44	0.33	0.34	0.24	0.24	46.6	46.6	7.02	6.70	-1.6
LOCATION:													
Center City	$35.54	$35.00	$10.92	$10.59	0.31	0.31	0.21	0.21	51.3	51.7	$ 7.78	$ 7.70	2.0
Suburban	28.43	28.65	8.03	7.94	0.35	0.35	0.23	0.23	46.2	45.4	5.14	5.04	-4.9
Airport	27.52	27.87	8.38	8.13	0.33	0.34	0.22	0.22	45.9	45.1	5.19	5.02	-1.8
Highway	26.35	26.83	7.89	7.69	0.36	0.35	0.25	0.24	42.9	42.4	4.47	4.34	-4.0
Resort	48.83	47.95	10.91	10.25	0.33	0.34	0.22	0.22	42.2	42.4	6.20	5.97	0.7
SIZE:													
UNDER 150 ROOMS	$33.13	$32.76	$ 7.56	$ 7.24	0.37	0.37	0.25	0.26	42.6	42.4	$ 4.35	$ 4.23	-4.1
150 - 299 ROOMS	28.34	28.19	8.00	7.77	0.35	0.35	0.23	0.23	46.0	45.7	5.07	4.93	-2.9
300 - 600 ROOMS	35.44	35.16	10.23	9.87	0.32	0.32	0.23	0.22	48.3	48.1	6.76	6.57	-0.7
OVER 600 ROOMS	39.60	39.40	11.79	11.42	0.31	0.31	0.20	0.19	47.7	48.2	7.87	7.83	3.3
TYPE:													
Hotel	$37.91	$37.51	$10.22	$ 9.82	0.32	0.32	0.22	0.22	47.9	47.9	$ 6.73	$ 6.54	-0.2
Motor Hotel	22.99	23.15	7.50	7.36	0.35	0.36	0.23	0.23	43.5	42.5	4.55	4.42	-3.2
Economy	15.52	15.77	*	*	*	*	*	*	*	*	*	*	*
All Suites	42.55	42.57	10.96	10.45	0.32	0.35	0.26	0.27	48.5	52.1	7.77	8.12	2.1

* INSUFFICIENT RESPONSE
\- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$35.12	$34.69	$ 9.77	$ 9.40	0.33	0.33	0.22	0.22	46.7	46.5	$ 6.31	$ 6.13	-0.9
REGION:													
Northeast	$38.03	$37.69	$11.73	$11.27	0.31	0.31	0.20	0.20	50.6	50.9	$ 8.37	$ 8.15	1.2
Southeast	34.53	34.52	9.88	9.43	0.33	0.33	0.22	0.22	43.1	42.7	6.06	5.82	0.5
North Central	32.98	32.61	8.47	8.29	0.34	0.34	0.22	0.22	44.0	43.5	5.04	4.93	-0.4
South Central	29.27	29.09	8.66	8.55	0.33	0.34	0.22	0.22	46.7	46.6	5.80	5.78	-3.7
West	40.02	39.14	10.01	9.51	0.33	0.33	0.22	0.22	48.6	48.4	6.35	6.13	-1.7
AFFILIATION:													
Chain	$32.07	$31.80	$ 9.44	$ 9.12	0.32	0.33	0.21	0.21	46.8	46.6	$ 6.18	$ 6.02	-0.7
Independent	52.06	50.71	11.02	10.45	0.34	0.34	0.23	0.23	46.2	46.1	6.90	6.61	-1.6
LOCATION:													
Center City	$37.17	$36.64	$11.06	$10.70	0.31	0.31	0.21	0.21	49.9	50.2	$ 7.70	$ 7.58	1.3
Suburban	29.76	29.82	8.22	8.09	0.34	0.35	0.23	0.23	45.6	44.9	5.28	5.14	-4.6
Airport	28.64	28.67	8.45	8.13	0.33	0.33	0.22	0.22	45.5	44.6	5.16	4.98	-1.4
Highway	27.20	27.51	7.99	7.70	0.37	0.37	0.25	0.24	43.5	42.7	4.68	4.50	-3.2
Resort	49.95	48.91	10.94	10.35	0.34	0.34	0.22	0.22	42.6	42.7	6.19	5.98	0.6
SIZE:													
UNDER 150 ROOMS	$34.57	$34.15	$ 7.67	$ 7.37	0.37	0.37	0.25	0.25	42.1	41.8	$ 4.35	$ 4.24	-4.2
150 - 299 ROOMS	29.19	28.91	8.15	7.88	0.35	0.35	0.23	0.23	45.3	44.8	5.12	4.94	-2.7
300 - 600 ROOMS	36.53	36.13	10.27	9.89	0.33	0.33	0.22	0.22	48.2	48.1	6.81	6.62	-0.7
OVER 600 ROOMS	41.04	40.85	11.94	11.56	0.31	0.30	0.19	0.19	47.0	47.3	7.84	7.77	2.8
TYPE:													
Hotel	$39.29	$38.81	$10.32	$ 9.92	0.32	0.32	0.22	0.21	47.3	47.3	$ 6.73	$ 6.55	-0.3
Motor Hotel	23.71	23.81	7.64	7.44	0.35	0.35	0.23	0.23	43.4	42.1	4.66	4.47	-3.3
Economy	14.42	14.43	*	*	*	*	*	*	*	*	*	*	*
All Suites	42.65	42.01	10.91	10.45	0.32	0.35	0.26	0.27	48.8	51.9	7.78	8.07	1.6

* INSUFFICIENT RESPONSE